

# IEDC

## Quarterly

Fourth Quarter 2008

### *2008 Legislative Priorities to Focus on State Budget, Taxes*

The 2008 Indiana General Assembly session will focus on drafting a new state budget, making Indiana's recent property tax reform plan permanent, and tackling issues that directly affect Indiana's business environment.

Due to the national economic downturn, recent budget forecasts show that Indiana will take in \$935 million less this year than what it had projected when lawmakers put together the current state budget in 2007. Governor Mitch Daniels and legislators have pledged to reduce the next biennial budget to deal with the projected shortfall.

Governor Daniels has already ordered a freeze on state employee pay raises and new hiring and has asked state agencies for additional spending reductions. The governor's goal is to avoid tax hikes, draconian budget cuts, or tapping the state's savings accounts, which he wants to preserve in case the national economy slows further.

Lawmakers this session will also consider making permanent a constitutional amendment to provide lasting and real property tax relief for Indiana homeowners, farmers and businesses. A state property tax reform act passed by the 2007 General Assembly will cap homeowner property taxes at 1 percent of a home's assessed value, apartments and agriculture land will be capped at 2 percent of assessed value, and business property will be capped at 3 percent.

To become a permanent part of the Indiana constitution, the caps must be approved by the current General Assembly, then approved again by lawmakers in 2010.

Despite the challenging national economy, Indiana's pro-business economic environment continues to be the best in the Midwest according to many national rankings and studies. Indiana is also one of only 10 states with an AAA credit rating, according to independent credit rating agency Standard & Poor's (S&P), which cited Indiana's diversifying economy, budgeting, property tax reform and low debt as reason for the ranking. Governor Daniels has pledged to continue working to improve Indiana's nationally recognized, low-cost, pro-business environment, which makes the state an attractive place for new business growth and job creation.



## From the Secretary



***Indiana's economy remains strong and we continue to be one of the best places in the world for business investment and job creation.***

Indiana remains a great place for making and moving products to markets around the globe. Our versatile workforce, unmatched logistics infrastructure and central location enable us to compete and win in the global competition for new job-creating investments.

In the last four years, we've enhanced Indiana's traditional economic strengths with new government initiatives that have helped spur record-breaking economic growth and built a solid foundation for future business investment and job creation.

These initiatives include new tools that enable Indiana to compete for higher-wage research and development and corporate headquarters jobs. These include the Headquarters Relocation Tax Credit, the Patent Income Tax Exemption, a R&D tax credit, and Major Moves, a \$12 billion infrastructure improvement program.

Indiana's growing reputation as a great place for business has garnered national attention. *Site Selection* magazine just recently joined with *Forbes*, *Chief Executive* magazine, the Tax Foundation and Development Counsellors International in ranking Indiana as the Midwest's leading state for business.

In 2008, 151 companies from across the state, country or world chose Indiana over another place for their job-creating investments. These companies pledged to invest more than \$4.21 billion and create 18,659 new Indiana jobs over the next several years at an average hourly wage of \$22.62 – substantially above the current statewide average of \$18.04 per hour. Since January 2005 the IEDC has inked deals with 637 companies that have collectively committed to invest \$18.8 billion and create more than 78,600 new jobs in Indiana.

In addition, worker training and expansion opportunities with 167 existing Indiana companies in 2008 resulted in commitments to invest more than \$1.19 billion and create another 3,368 new Indiana jobs.

Outgoing Secretary of Commerce Nate Feltman deserves great thanks for leading the IEDC to secure commitments for record-breaking levels of new business investment and job creation over the last two years.

As the new Secretary of Commerce, I look forward to working with you to keep Indiana the destination of choice for company investments and job creation for years to come.

A handwritten signature in black ink, appearing to read "M. Roob".

**Mitch Roob**  
Secretary of Commerce

*"We have built a dynamic technology company with highly talented and skilled employees right here in Indiana, and many of them are from our homegrown, world-class university talent. We are proud to continue our expansion surrounded by top-notch cultural amenities, low cost of living, and a high quality of life."*

**Scott Dorsey**  
Chief Executive Officer  
ExactTarget Inc.

### ***Two New State Web Sites Boost Indiana Companies***

Two new free Web sites will help Indiana entrepreneurs and businesses connect with experts, leverage investment opportunities, locate clients and customers, and boost their opportunities for future growth and job creation.

Indiana BizCafe ([www.indianabizcafe.com](http://www.indianabizcafe.com)) and INDURE ([www.indure.org](http://www.indure.org)) provide comprehensive new business development tools to Hoosiers by offering a variety of support services and enhanced personalized connectivity among businesses, customers, experts and researchers.

Indiana BizCafe provides a personalized forum for entrepreneurial companies to connect with experts, find new customers, or identify federal grant opportunities or investors. The site scours more than 1 million records and matches users with business opportunities and resources to enhance their growth, including access to capital, mentors, partners, employees and contacts, based on search criteria.

INDURE – the Indiana Database of Research of University Research Expertise – helps businesses tap university-developed technologies and research expertise through an online searchable database of Indiana researchers, intellectual property, and research projects available for further business development. INDURE enables Indiana businesses to connect with researchers at Ball State University, Indiana University, Purdue University and the University of Notre Dame.

### ***Entrepreneurship Week Highlighted Indiana Innovators***

Indiana innovators took center stage in October as the IEDC and academia and business leaders from across the state teamed up to host the third annual Indiana Entrepreneurship Week, held October 27-31.

Entrepreneurship week is focused on inspiring, informing and celebrating new, engaging and established entrepreneurs across Indiana.

This year's activities included a seminar on how to transform ideas into a profitable business; a series of events aimed at connecting students, entrepreneurs and businesses to strengthen Indiana's entrepreneurial environment; and the 2008 Venture Idol competition, which offered a purse of nearly \$20,000 to competition winners.

Scale Computing, a Greenwood-based company, edged out 20 challengers in the Venture Idol competition, which put company executives through a series of presentations and questions in front of a live audience of more than 200 investors and business owners that voted to select the winner. Scale Computing's new data storage technology earned the top prize of \$10,000.

The week also included the inaugural Collegiate Entrepreneur Career Connections, which showcased 30 of Indiana's most successful entrepreneurial companies and provided a speed networking event with these companies for more than 200 undergraduate and graduate students from Indiana colleges, universities and technical schools.

## Events

The most recent and upcoming business development events and activities involving the Indiana Economic Development Corporation:

December 7-10	Area Development Consultants Forum
December 11-13	Performance Racing Industry trade show
February 11-13	Dallas Business Development Trip



# Major IEDC Project Announcements, Fourth Quarter 2008

## Grant County: TriEnda LLC

Plastics packaging producer TriEnda LLC plans to locate a manufacturing operation in Marion and create more than 340 new jobs by 2012. The company, which makes and distributes thermoformed plastic pallets, trays, and materials handling and packaging products, will invest more than \$20 million to site a 200,000-square-foot manufacturing and distribution center at the former Thomson manufacturing center.

## Marion County: Premiere Credit of North America

National debt recovery agency Premiere Credit of North America plans to expand its national headquarters in Indiana and more than double its 250-person workforce. The firm, which specializes in recovering unpaid government debt, plans to invest more than \$4 million to expand its headquarters and to locate a second operations center at a yet-to-be-announced site in Indianapolis. The company expects the project to result in the creation of more than 300 new jobs over the next several years.

## Allen County: SIRVA Inc.

SIRVA Inc., a global moving and relocation firm, will centralize its national headquarters for moving services in Fort Wayne and create 240 new jobs by 2011. The company, which operates Allied Van Lines and North American Van Lines, will invest more than \$16 million to centralize its national moving services operations to its existing regional business support center. SIRVA plans to begin hiring business staff in 2009.

## Clark County: idX

Retail display designer and manufacturer idX will expand its Jeffersonville production and distribution operations, creating more than 150 new jobs in the next three years. The company, which provides retail, hospitality and financial customers with services ranging from display development to managing the construction of new stores, will invest more than \$2.7 million to expand its existing 420,000-square-foot facility and begin hiring managers, engineers, machine operators and laborers next year.

## Jackson County: Schwarz Pharma Manufacturing Inc.

Schwarz Pharma Manufacturing Inc. and its wholly owned subsidiary, Kremers Urban LLC, plan to expand manufacturing operations in Seymour and create 150 new jobs by 2011. The drug maker will invest more than \$12 million to upgrade the manufacturing, information technology systems and logistics equipment at its pharmaceutical manufacturing and distribution center.

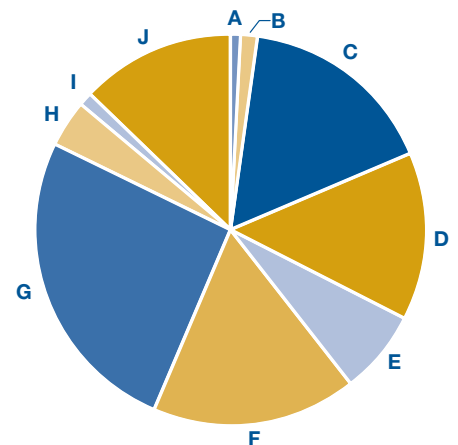
## Marion County: GyanSys Inc.

Software systems integrator GyanSys Inc. will expand its corporate headquarters and development center here in Indianapolis, creating 139 new jobs by 2014. The developer of software solutions that combine business functions ranging from supply chain management to payroll processing will invest more than \$3 million to expand its operations. The company will begin hiring software, system and project management associates in the first quarter of 2009, ahead of the completion of the new facility.

## 2008 IEDC Competitive Projects Industry Analysis Measured by New Jobs through December 31, 2008

A	Biofuels/Energy	0.89%	166
B	Food	1.45%	270
C	Insurance/Financial Services	16.28%	3,037
D	IT/Telecom	13.89%	2,591
E	Life Sciences	7.12%	1,329
F	Manufacturing — Automotive	16.94%	3,161
G	Manufacturing — Other	25.83%	4,819
H	Manufacturing — Steel/Metals	3.74%	698
I	Motorsports	1.23%	230
J	TDL	12.63%	2,358

New Job Commitments: 18,659



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